

RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108

Williamsville, NY 14221
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July 29, 1997

RJR Account #648240
TBI CORPORATION

DORAL BUY ONE CARTON GET 5 PACKS FREE / PROMOTION #701646

Dear Annette:

DORAL pre-sleeved gratis product (6M), along with Doral Live product, has been ordered (see quantities listed below) to ship this promotion to participating retail accounts on the attached Customer List. R. J. Reynolds' sales personnel will assemble offers at store level.

DORALGRATIS BRAND STYLE	GRATIS UPC Code	#/ (6M) Gratis Cases	DORAL LIVE BRAND STYLE	LIVE UPC Code	#/ (12M) Live Cases
Light 100	12300-21775	<u>6</u>	Light 100	12300-15212	<u>6</u>
FF 100	12300-21776	<u>3</u>	FF 100	12300-15312	<u>3</u>
Men Lt 100	12300-21858	<u>2</u>	Men Lt 100	12300-15812	<u>2</u>
Ult Lt 100	12300-21860	<u>3</u>	Ult Lt 100	12300-16712	<u>3</u>

Product / Premium Arrival:

August 19, 1997

Ship Date to Retail:

Week of: August 25, 1997

EFT \$ Amount:

\$7,764.81

Non-EFT \$ Amount:

\$N/A

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you \$9.00 per live 12M case for all product packed and shipped to retail on a timely basis. This equates to \$126.00 (14 (12M) case(s) @ \$9.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

/jc

cc: H. Battle

Enclosure: Customer List

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

DORB1CG5.DOC

51854 9535

PROMOTION #701646: DORAL BUY 1 CARTON GET 5 PACKS FREE

51854 9536

PRODUCT ARRIVAL DATE: 8/19/97

SHIP NUMBER OF CARTONS AS INDICATED [LIVE (12M) PRODUCT AND GRATIS (6M) PRODUCT] TO STORES LISTED.

** R.J. REYNOLDS SALES PERSONNEL WILL ASSEMBLE AT STORE LEVEL.

SR	TER	SIS #	FULL NAME	ADDRESS	CITY	STATE	#LIVE CARTONS				#GRATIS CARTONS				TOTAL	DIRECT
							00	00	00	00	00	00	00	00		
112206		102966	GATEWAY CTRY STORE	RT #1	SEABROOK	NH	120	60	0	60	60	30	0	30	240	TBI
163803		278707	ROUTE 63 COUNTRY	525 NORTHFIELD ROAD	HINSDALE	NH	80	40	40	40	40	20	20	20	200	TBI
163803		605251	5 STAR BEVERAGE	25 RIVER ST	NORTH WALPOLE	NH	80	40	40	40	40	20	20	20	200	TBI
163805		702662	SIGNAL VARIETY	RT. 125	PLAISTOW	NH	80	40	40	40	40	20	20	20	200	TBI
TOTAL CARTONS							360	180	120	180	180	90	60	90	TBI Count	
TOTAL CASES							6	3	2	3	6	3	2	3		

09/25/97

ACCOUNT NUMBER: 648240	TBI CORPORATION
VOUCHER NUMBER: 15371533	700 E INDUSTRIAL PAR
DATE WRITTEN: 09/25/97	MANCHESTER , NH 3109
STATUS: PAID	
AMOUNT PAID: 126.00	SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
'97 VAP SHIPPING	14.00	126.00

EXPLANATION: DORAL 5 PK CTN PROMO 701646 - HB

51854 9537